



Interim Financial Report
for the quarter ended
September 30, 2020



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Company Information

Board of Directors

Mr. Maqbool H.H. Rahimtoola - Chairman
Dr. Mahmood Ahmad - Chief Executive
Mr. Muhammad Naseem
Mr. Shahzad M. Husain
Mr. Zafar A. Osmani
Mr. Mohammad Saeed
Mr. Sohail Osman Ali
Mr. Ilyas Sharif

Audit Committee

Mr. Muhammad Naseem - Chairman
Mr. Maqbool H.H. Rahimtoola
Mr. Sohail Osman Ali

Human Resource Committee

Mr. Zafar A. Osmani - Chairman
Dr. Mahmood Ahmad
Mr. Shahzad M. Husain

CFO & Company Secretary

Mr. Abdul Wahid Qureshi

Bankers

MCB Bank Limited
National Bank of Pakistan
Samba Bank Limited
Faysal Bank Limited
JS Bank Limited
Habib Metropolitan Bank Limited
Bank Islami Pakistan Limited

Auditors

KPMG Taseer Hadi & Co.
Chartered Accountants

Solicitors

Surridge & Beecheno

Company Registrar

M/s Corplink link Private Limited

Registered Office

36 Industrial Estate, Kot Lakhpat, Lahore.
Tel: 92 42 111 237 437
Fax: 92 42 35151549

Factory

28 Km, Multan Road, Lahore.
Tel: 92 42 38102775
Fax: 92 42 37543450

Web Presence

www.berger.com.pk

Directors' Report

The directors of the Company are pleased to present their review along with the interim financial statements of the Company for the quarter ending on September 30, 2020.

Operational Results

During the first quarter ended on September 30, 2020, the Company achieved net Sales Rs. 1,293 million as compared to Rs. 1,130 million in the same period of last year resulting an increase of 14%, while Gross margins increased by 4% compared with last year.

Selling and Administrative expenditure were at Rs. 203 million compared to Rs.197 million of the same period last year after adjusting inflationary increase in expenses, while marketing activities were carried out in line with marketing plan. Financial costs also contributed positively by adding Rs. 15.7 million in profitability.

The Company reported after tax profit of Rs. 49.14 million compared to loss of Rs.18.12 million for the corresponding period of the previous year.

Future Outlook

Despite tough competition and geopolitical challenges in the country, your company is confident that the trend of profitability witnessed this quarter, will continue in remaining part of the year.

The Directors take this opportunity to thank our shareholders and valued customers for their continued trust as indeed the Company appreciates the dedication demonstrated by all tiers of the Company employees.

On behalf of the Board

Dr. Mahmood Ahmad
Chief Executive

Mr. Maqbool H.H. Rahimtoola
Director

Lahore:
Dated: 27 October 2020

مجلس نظمیا کی رپورٹ

آپ کی کمپنی کے ڈائریکٹرز 30 ستمبر، 2020 کو اختتام پذیر ہونے والی سہ ماہی پر بعد اسیے تبصرے اور عبوری فنانشل اسٹیٹمنٹس پیش کرتے ہوئے خوشی محسوس کرتے ہیں۔
آپریٹل نتائج

30 ستمبر، 2020 کو ختم ہونے والی پہلی سہ ماہی کے دوران کمپنی نے گزشتہ سال کی اسی مدت کے 1,130 ملین روپے کے مقابلے میں 1,293 ملین روپے کی سیکلز حاصل کیں، جس کے نتیجے میں 14 فیصد کا اضافہ ہوا، جبکہ گزشتہ سال کے مقابلہ میں مجموعی مارجن میں 4 فیصد اضافہ ہوا۔

انتظامی اور تسمیری اخراجات بمعہ اضافی اخراجات کے بعد گزشتہ سال کی اسی مدت کے 197 ملین روپے کے مقابلے میں 203 ملین روپے رہے، جبکہ مارکیٹنگ کی سرگرمیوں پر بھی مارکیٹنگ منصوبہ بندی کے مطابق عمل درآمد ہوا۔ مالی اخراجات نے بھی منافع میں 15.7 ملین روپے کا اضافہ کر کے مثبت کردار ادا کیا۔

کمپنی نے گزشتہ سال کی اسی مدت کے 18.12 ملین روپے کے نقصان کے مقابلے میں 49.14 ملین روپے کا منافع حاصل کیا۔

مستقبل کا جائزہ

ملک میں سخت مسابقت اور زمینی اور سیاسی کشمکش کے باوجود، آپ کی کمپنی کو یقین ہے کہ اس سہ ماہی میں منافع کا رجحان دیکھنے کو ملا ہے، جو سال کے باقی حصے میں جاری رہے گا۔
ڈائریکٹرز اس موقع پر اپنے شیئرز ہولڈرز اور معزز کسٹمرز کا ان کے مسلسل اعتماد کیلئے شکریہ ادا کرتے ہیں اور کمپنی اپنے ہر عہدہ کے اسٹاف کے عزم کی داد دیتی ہے۔

منجانب بورڈ

مقبول ایچ ایچ رحمت اللہ

ڈائریکٹر

ڈاکٹر محمود احمد

چیف ایگزیکٹو

لاہور

بتاریخ: 27 اکتوبر، 2020

Condensed Interim Unconsolidated Statement of Financial Position (Un-audited)

As on 30 September 2020

Rupees in thousand	30 Sep 2020	30 June 2020
ASSETS		
NON-CURRENT ASSETS		
Property, plant and equipment	1,678,282	1,638,058
Intangibles	1,079	1,516
Goodwill	24,000	24,000
Investments - related parties	54,070	52,037
Long term loan to related party - Secured	40,000	40,000
Long-term loans	17,408	23,974
Long-term deposits	17,395	17,875
Deferred taxation	-	-
	1,832,234	1,797,460
CURRENT ASSETS		
Stores	16,547	13,593
Stock in trade	1,009,563	1,085,933
Trade debts	1,226,628	1,039,773
Loans and advances	180,708	156,048
Long term loan to related party - Secured	-	-
Trade deposits and short-term prepayments	34,440	34,038
Other receivables	86,317	104,579
Taxation - net	227,473	250,706
Short term investments	32,195	32,195
Cash and bank balances	45,669	40,635
	2,859,540	2,757,500
TOTAL ASSETS	4,691,774	4,554,960
EQUITY AND LIABILITIES		
SHARE CAPITAL AND RESERVES		
Authorised share capital		
25,000,000 ordinary shares of Rs.10 each	250,000	250,000
Issued, Subscribed and paid-up capital	204,597	204,597
Reserves	327,575	325,543
Accumulated Profit	746,559	691,933
Surplus on Revaluation of Fixed Assets - net of tax	827,466	832,950
	2,106,197	2,055,023
NON-CURRENT LIABILITIES		
Long term financing	258,164	120,122
Deferred Income	2,077	2,077
Staff retirement and other long term benefits	80,131	134,369
Deferred taxation	15,453	15,453
	355,825	272,021
CURRENT LIABILITIES		
Trade and other payables	1,183,903	902,588
Unclaimed dividend	6,677	6,687
Current maturity of long-term financing	27,759	227,759
Current maturity of staff retirement and other long term benefits	4,158	4,158
Accrued finance cost	29,263	35,173
Short term borrowings - secured	977,992	1,051,551
	2,229,752	2,227,916
CONTINGENCIES AND COMMITMENTS		
TOTAL EQUITY AND LIABILITIES	4,691,774	4,554,960

The annexed notes 1 to 8 form an integral part of these condensed interim financial statements.

Chief Financial Officer

Chief Executive

Director

Condensed Interim Unconsolidated Statement of Profit or Loss (Un-audited)

For the period ended 30 September 2020

Rupees in thousand	30 Sep 2020	30 Sep 2019
Sales - net	1,293,944	1,130,170
Cost of sales	998,298	921,792
Gross Profit	295,646	208,378
Selling and distribution expenses	157,916	153,848
Administrative and general expenses	45,551	42,790
	203,467	196,638
Operating Profit	92,179	11,740
Other operating income	13,476	30,158
	105,655	41,898
Finance cost	31,311	47,069
Other expenses	5,130	-
	36,441	47,069
(Loss) / Profit before taxation	69,214	(5,171)
Taxation	20,072	12,953
(Loss) / Profit after taxation	49,142	(18,124)
Earning per share - basic and diluted	Rs.2.40	(Rs.0.89)

The annexed notes 1 to 8 form an integral part of these condensed interim financial statements.

Condensed Interim

Unconsolidated Statement of Comprehensive Income (Un-audited)

For the period ended 30 September 2020

Rupees in thousand	30 Sep 2020	30 Sep 2019
Profit / (Loss) after taxation	49,142	(18,124)
<u>Other comprehensive income / (loss)</u>		
<u>Items that are or maybe reclassified to statement of profit or loss</u>		
Fair value (loss) / profit on investment classified as FVOCI	2,033	(914)
Total comprehensive income / (loss) for the period	51,175	(19,038)

The annexed notes 1 to 8 form an integral part of these condensed interim financial statements.

Condensed Interim Unconsolidated Statement of Cash Flow (Un-audited)

For the period ended 30 September 2020

Rupees in thousand	30 Sep 2020	30 Sep 2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit / (Loss) before taxation	69,214	(5,171)
Adjustment for non cash items:		
Depreciation on property, plant and equipment	27,622	19,237
Provision against slow moving stock	138	992
Provision for doubtful debts	19,000	-
Provision for staff retirement and other long term benefits	6,269	9,712
Amortization on intangibles	437	444
Gain on disposal of property, plant and equipment	-	(3,897)
Finance costs	31,311	47,069
	84,777	73,557
Operating profit before working capital changes	153,991	68,386
(Increase) / Decrease in Current Assets		
Stores and spare parts	(2,954)	(342)
Stocks in Trade	76,232	(149,254)
Trade debts	(205,855)	30,845
Loans and advances	(24,660)	(69,592)
Trade deposits short-term prepayments	(402)	256
Others receivables	18,262	2,289
	(139,377)	(185,798)
Increase / (Decrease) in Current Liabilities		
Trade and other payables	281,314	130,297
Cash generated from operations	295,928	12,885
Finance costs paid	(37,221)	(47,295)
Taxes paid	3,161	26,301
Staff retirement and other long term benefits paid	(60,507)	(6,135)
Long-term loans - net	6,566	4,173
Long-term deposits - net	480	2,241
	(87,521)	(20,715)
Net cash generated / (used in) from operating activities	208,407	(7,830)
CASH FLOWS FROM INVESTING ACTIVITIES		
Fixed capital expenditure	(67,846)	(11,552)
Sales proceeds on disposal of property, plant and equipment	-	10,337
Net cash outflow from investing activities	(67,846)	(1,215)
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of long term financing	(61,958)	(16,491)
Dividend Paid	(10)	-
Short-term borrowings - net	(23,520)	(100,000)
Net cash generated from / (used in) financing activities	(85,488)	(116,491)
Net increase / (decrease) in cash and cash equivalents	55,073	(125,536)
Cash and cash equivalents at beginning of the period	(868,940)	(1,028,122)
Cash and cash equivalents at end of the period	(813,867)	(1,153,658)

The annexed notes 1 to 8 form an integral part of these condensed interim financial statements.

Chief Financial Officer

Chief Executive

Director

Condensed Interim

Unconsolidated Statement of Changes in Equity (Un-audited)

For the period ended 30 September 2020

Rupees in thousand

	Capital reserve				Revenue reserve		Total share capital and reserve
	Share capital	Share premium	Fair value reserve	Surplus on Revaluation of property, plant and equipment	General reserve	Accumulated Profit	
Balance as at 1 July 2019 - audited	204,597	34,086	8,924	472,012	285,000	575,650	1,580,269
Total comprehensive income for the period							
- Profit for the period	-	-	-	-	-	(18,124)	(18,124)
Other Comprehensive income for the period							
- Fair value (loss) / profit on investment classified as FVOCI	-	-	(914)	-	-	-	(914)
Total comprehensive income for the period	-	-	(914)	-	-	(18,124)	(19,038)
Surplus on revaluation of property plant and equipment realized through incremental depreciation charged on related assets during the period	-	-	-	(3,706)	-	3,706	-
Balance as at 30 September 2019 - unaudited	204,597	34,086	8,010	468,306	285,000	561,232	1,561,231
Balance as at 30 June 2020 - audited	204,597	34,086	6,457	832,950	285,000	691,933	2,055,023
Total comprehensive income for the period							
- Profit for the period	-	-	-	-	-	49,142	49,142
Other Comprehensive income for the period							
Fair value (loss) / profit on investment classified as FVOCI	-	-	2,033	-	-	-	2,033
Total comprehensive income for the period	-	-	2,033	-	-	49,142	51,175
Surplus on revaluation of property plant and equipment realized through incremental depreciation charged on related assets during the period	-	-	-	(5,484)	-	5,484	-
Balance as at 30 September 2020 - unaudited	204,597	34,086	8,489	827,466	285,000	746,559	2,106,197

The annexed notes 1 to 8 form an integral part of these condensed interim financial statements.

Notes to the Condensed Interim Unconsolidated Financial Information (Un-audited)

For the period ended 30 September 2020

1. THE COMPANY AND ITS OPERATIONS

The company was incorporated in Pakistan on 25 March 1950 as a Private Limited Company under the Companies Act 1913 (now Companies Act, 2017) and was subsequently converted into a Public Limited Company. The Company is listed on the Pakistan Stock Exchange ("PSX"). The principle business activity of the Company is manufacturing and trading of paints, varnishes and other related items.

The registered office of the Company is situated at 36-Industrial Estate Kot Lakhpat, Lahore and the principal manufacturing facility of the Company is located at 28 Km Multan Road, Lahore.

2. BASIS OF PREPARATION

These interim condensed financial statements are unaudited and are being submitted to the shareholders in accordance with section 237 of the Companies Act, 2017 and have been prepared in accordance with the requirements of International Accounting Standard (IAS) - 34 "Interim Financial Reporting", as applicable in Pakistan.

The interim condensed financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Company's annual financial statements as at June 30, 2020.

3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation followed in the preparation of interim condensed financial statements are same as those published in the annual financial statements for the year ended June 30, 2020.

4. PROPERTY, PLANT AND EQUIPMENT

Rupees in thousand	30 September 2020	30 September 2019
Additions	67,846	11,552

5. CONTINGENCIES AND COMMITMENTS

5.1 Contingencies

There is no change in the status of contingency, set out in note 29 to the annual financial statements of the Company for the year ended 30 June 2020.

5.2 Commitments

- 5.2.1** Outstanding letter of credit as at September 30, 2020 amounted to Rs. 221.92 million [June 30, 2020: Rs. 238.05 million].
- 5.2.2** Outstanding letter of guarantees as at September 30, 2020 amounted to Rs. 102.65 million [June 30, 2020: Rs. 102.65 million].

6. TRANSACTION WITH RELATED PARTIES

The following table provides details in respect of transactions entered into with related parties during the quarter ended on September 30, 2020. All transactions were carried out at arms length price.

Rupees in thousand	30 September 2020	30 September 2019
SALES		
Berger Road Safety (Private) Limited - a subsidiary	24,796	42,793
Buxly Paints Limited - related party	51,242	55,754
Dadex Eternit	252	-
TOLL MANUFACTURING INCOME		
Buxly Paints Limited - related party	4,470	2,904
RENTAL INCOME AND OTHER SERVICES CHARGED		
Buxly Paints Limited - related party	300	300
Berger Road Safety (Private) Limited - a subsidiary	1,361	1,361
INTEREST INCOME		
Berger Road Safety (Private) Limited - a subsidiary	1,801	2,307
Buxly Paints Limited - related party	1,360	-
RENTAL EXPENSES		
Buxly Paints Limited - related party	(453)	(453)
ROYALTY		
Buxly Paints Limited - related party	-	(8)
Slotrapid Limited B.V.I - holding company	(10,768)	(9,706)

- 7.** These interim condensed financial statements were authorized for issue on 27 October 2020 by the Board of Directors of the Company.

8. GENERAL

Figures presented in these interim condensed financial statements have been rounded off to the nearest thousand rupees.

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Berger Paints Pakistan Limited Consolidated Financial Statements

Condensed Interim Consolidated Statement of Financial Position (Un-audited)

As on 30 September 2020

Rupees in thousand	30 Sep 2020	30 June 2020
<u>Non-current assets</u>		
Property, plant and equipment	1,679,859	1,639,835
Intangibles	25,079	25,516
Investments - related parties	51,659	48,885
Long term loans	17,408	23,974
Long term deposits	17,395	17,875
Deferred taxation	-	-
	1,791,400	1,756,085
<u>Current assets</u>		
Stores	16,547	13,593
Stock in trade	1,021,591	1,099,028
Trade debts	1,301,068	1,134,459
Loans and advances	187,035	162,877
Trade deposits and short term prepayments	34,440	34,038
Other receivables	37,024	46,924
Taxation - net	293,117	310,610
Short term investments	32,195	32,195
Cash and bank balances	46,283	41,550
	2,969,300	2,875,274
	4,760,700	4,631,359
<u>Share capital and reserves</u>		
Authorised share capital		
25,000,000 ordinary shares of Rs.10 each	250,000	250,000
Share capital	204,597	204,597
Reserves	1,084,504	1,029,881
Surplus on revaluation of fixed assets	827,466	832,950
	2,116,567	2,067,428
Non-controlling interest	8,702	11,442
<u>Non-current liabilities</u>		
Long-term financing	258,164	120,122
Deferred Income	2,077	2,077
Staff retirement and other long term benefits	80,131	134,369
Liabilities against assets subject to finance lease	-	-
Deferred taxation	6,833	6,833
	347,205	263,401
<u>Current liabilities</u>		
Trade and other payables	1,242,377	962,674
Unclaimed dividend	6,677	6,687
Current maturity of staff retirement and other long term benefits	4,158	4,158
Accrued finance cost	29,263	35,173
Current maturity of long-term financing	27,759	227,759
Current maturity of liabilities against assets subject to finance lease	-	1,086
Short term borrowings	977,992	1,051,551
	2,288,226	2,289,088
Contingencies and commitments	4,760,700	4,631,359

Chief Financial Officer

Chief Executive

Director

Condensed Interim

Consolidated Statement of Profit or Loss (Un-audited)

For the period ended 30 September 2020

Rupees in thousand	30 Sep 2020	30 Sep 2019
Sales - net	1,310,417	1,167,538
Cost of sales	1,010,229	948,301
Gross profit	300,188	219,237
Selling and distribution expenses	161,165	157,145
Administrative and general expenses	48,580	45,135
	209,745	202,280
Operating profit	90,443	16,957
Other operating income	10,320	26,513
	100,763	43,470
Other expenses	5,130	-
Finance cost	31,316	47,120
	36,446	47,120
Share of profit of associated Company	741	(2,063)
Profit before taxation	65,058	(5,713)
Taxation	20,691	13,955
Profit after taxation	44,367	(19,668)
<u>Attributable to:</u>		
Equity holders of the parent	47,107	(19,968)
Non-controlling interest	(2,740)	300
	----- Rupees -----	
Earning per share - basic and diluted	2.30	(0.98)

Condensed Interim

Consolidated Statement of Comprehensive Income (Un-audited)

For the period ended 30 September 2020

Rupees in thousand	30 Sep 2020	30 Sep 2019
Profit after taxation	44,367	(19,668)
<u>Other comprehensive income / (loss)</u>		
<u>Items that are or maybe reclassified to statement of profit or loss</u>		
Fair value profit / (loss) on investment classified as FVOCI	2,033	(914)
Total comprehensive income / (loss) for the period	46,400	(20,582)
<u>Attributable to :</u>		
Equity holder of the parent	49,140	(20,882)
Non-controlling intrest	(2,740)	300

Condensed Interim Consolidated Statement of Cash Flow (Un-audited)

For the period ended 30 September 2020

Rupees in thousand	30 Sep 2020	30 Sep 2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash generated from operations	303,077	12,643
Finance cost paid	(37,226)	(47,346)
Income taxes - net	(3,198)	25,515
Staff retirement benefits	(60,507)	(6,135)
Long term loans	6,566	4,173
Long term deposits	480	2,241
Net cash inflows / (outflows) from operating activities	209,192	(8,909)
CASH FLOWS FROM INVESTING ACTIVITIES		
Capital expenditure	(67,846)	(11,552)
Sale proceeds on disposal of property, plant and equipment	-	10,337
Net cash (outflows) / inflows from investing activities	(67,846)	(1,215)
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of long term financing	(61,958)	(16,491)
Dividend paid	(10)	-
Short term borrowings - net	(23,520)	(100,000)
Lease liability	(1,086)	(304)
Net cash (outflows) from financing activities	(86,574)	(116,795)
Net increase / (decrease) in cash and cash equivalents	54,772	(126,919)
Cash and cash equivalents at 1 Jul	(868,025)	(1,025,495)
Cash and cash equivalents at 30 September	(813,253)	(1,152,414)

Condensed Interim

Consolidated Statement of Changes In Equity (Un-audited)

For the period ended 30 September 2020

Rupees in thousands

	Capital			Reserves		Revenue		Total equity attributable to owners of the parent Company	Non controlling Interest	Total equity
	Share capital	Share premium	Surplus on Revaluation of property, plant and equipment	Fair value reserve	General reserve	Accumulated (Loss) / Profit				
Balance as at 1 July 2019 - audited	204,597	34,086	472,012	8,924	285,000	588,991	1,593,610	17,335	1,610,945	
<u>Total comprehensive income for the period</u>										
Profit for the period	-	-	-	-	-	(19,968)	(19,968)	300	(19,668)	
Other Comprehensive income for the period										
- Fair value profit / (loss) on investment classified as FVOCI	-	-	-	(914)	-	-	(914)	-	(914)	
Total comprehensive income for the period	-	-	-	(914)	-	(19,968)	(20,882)	300	(20,582)	
Surplus on revaluation of property, plant and equipment realized through incremental depreciation charged on related assets during the period	-	-	(3,706)	-	-	3,706	-	-	-	
Balance as at 30 September 2019 - unaudited	204,597	34,086	468,306	8,010	285,000	572,729	1,572,728	17,635	1,590,363	
Balance as at 30 June 2020 - audited	204,597	34,086	832,950	6,457	285,000	704,338	2,067,428	11,442	2,078,870	
<u>Total comprehensive income for the period</u>										
Profit for the period	-	-	-	-	-	47,107	47,107	(2,740)	44,367	
Other Comprehensive income for the period										
- Fair value (loss) / profit on investment classified as FVOCI	-	-	-	2,033	-	-	2,033	-	2,033	
Total comprehensive income for the period	-	-	-	2,033	-	47,107	49,139	(2,740)	46,399	
Surplus on revaluation of property, plant and equipment realized through incremental depreciation charged on related assets during the period	-	-	(5,484)	-	-	5,484	(0)	-	(0)	
Balance as at 30 September 2020 - unaudited	204,597	34,086	827,466	8,489	285,000	756,928	2,116,567	8,702	2,125,269	

Chief Financial Officer

Chief Executive

Director

Notes

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Notes

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For Free Color Advisory

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